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## Indonesia

### Product Brief

## Fresh Fruit Import Market 2004

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**Report Highlights:**

U.S. fresh fruit exports to Indonesia totaled \$31,444 million in 2003, led by strong sales of apples and grapes, which accounted for more than 90 percent of the total. U.S. sales have rebounded since the 1998 financial crisis, but still face stiff competition from other suppliers, primarily China. Nonetheless, growth of modern retail outlets, strong consumer demand, and a favorable view of U.S. fruit will continue to ensure that Indonesia remains a firm market for U.S. apples and grapes.

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Jakarta ATO [ID2]  
[ID]

**MARKET OVERVIEW**

Indonesia, the world's fourth most populous nation, had traditionally been a growing market for U.S. fresh fruit, particularly apples and grapes. Beginning in late 1997, however, Indonesia experienced a dramatic collapse in its economy due to the regional financial crisis, and the value of U.S. fruit imports plunged from \$49.247 million in 1997 (the record import level) to only \$4.943 million in 1998.

Since then, Indonesia has experienced very difficult times, both economically and politically. However, during this period, many new opportunities have also arisen. Included are new opportunities for imports of fresh fruit that have led to a strong recovery in imports of U.S. fresh fruit.

In 1999, the economy and in turn, U.S. agricultural imports began to recover. U.S. agricultural exports reached a record level of \$1.03 billion in 2003, making Indonesia the 12<sup>th</sup> largest export market in 2003. U.S. fruit sales have similarly rebounded, reaching \$31,444 million in 2003, but still well under the 1997 record level.

A smooth and trouble-free 2004 election cycle will be vital to Indonesia's medium-term economic prospects. Consumer demand generally rises during election years in Indonesia, so fresh fruit imports can be expected to continue growing in 2003. Further evolution of the retail sector, as well as continued improvements in cold storage capacity and fruit handling methods, should also boost the quantity of fresh fruit distributed.

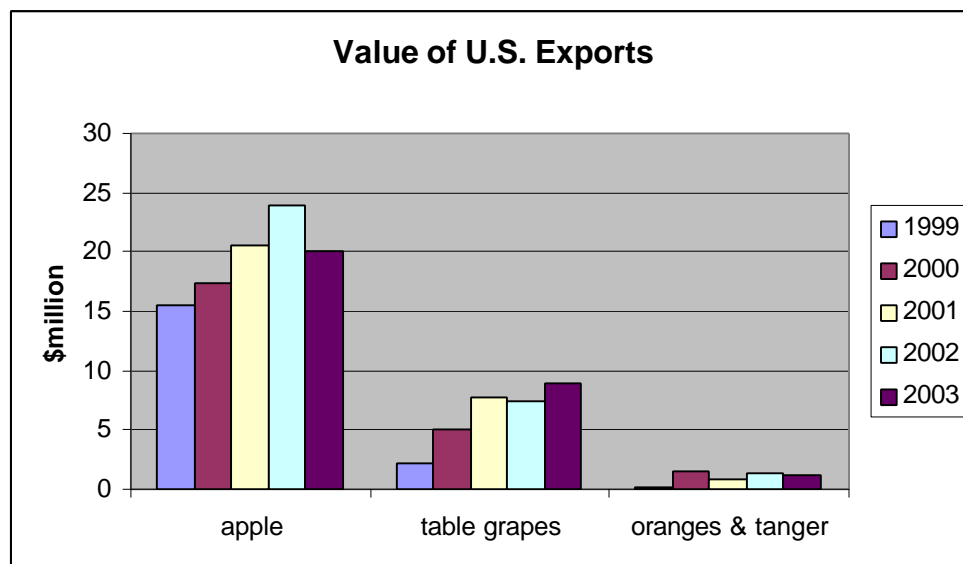
**MARKET STRUCTURE****Retail Sector:**

It is estimated that approximately 72 percent of total food expenditure occur in traditional markets, 3 percent in mini-market, and the remaining 25% split roughly equal between supermarkets and hyper-markets. Although the traditional sector still dominates the retail food business, Indonesia's retail industry continues to evolve away from the traditional market and modest kiosk network to modern hypermarkets and superstores. The number of supermarkets has increased about 20% (from 1,084 in 1997 to 1,297 in 2002). This growth occurred at a time when many other segments of Indonesia's broader economy was stagnating.

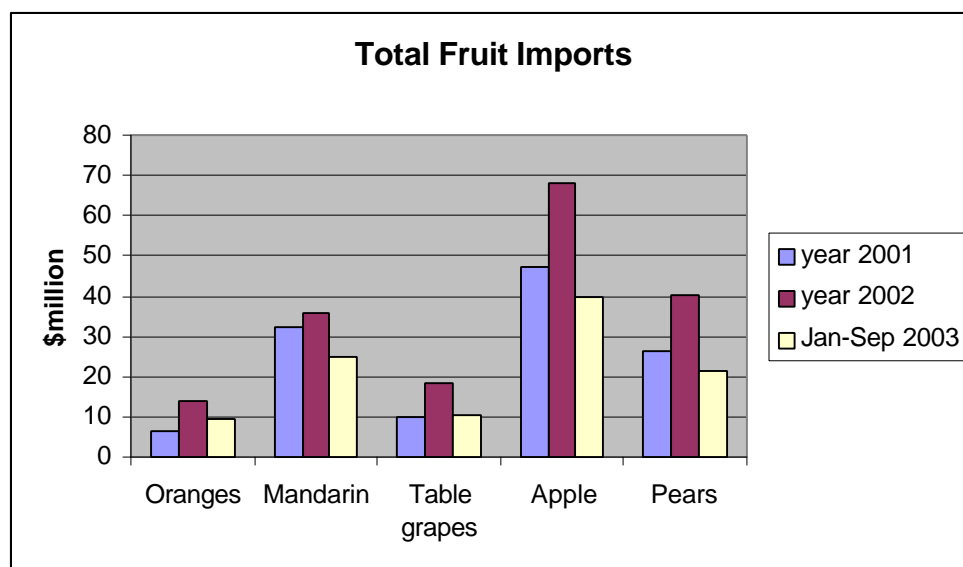
Imported fresh fruit is sold throughout this retail sector, with imported fruit, especially apples, sold along side domestic tropical fruit. In the last three years, most supermarkets have developed fresh produce departments, with prominent fresh fruit displays. Expanded and more modern retail stores have provided better infrastructure to support the imported fresh fruit business. New supermarkets have contributed positively to better distribution and consumption of fresh fruit from the United States, namely apples, grapes, pears, and citrus.

**Fresh Fruit Import Sector:**

The table below shows the type of fruit the U.S. exports to Indonesia. The leading types are apples and table grapes, which accounted for more than 90 percent of U.S. sales in 2003. Local fruit importers have shown strong loyalty to U.S. fresh fruits, due in part to the on-going marketing and promotion activities by major U.S. commodity organizations, including Washington Apples and California Table Grape.



FATUS



Indonesian Central Statistic Agency

**Domestic Fruit Sector:**

Locally grown fruit is mostly tropical fruit and found primarily in back yard garden, but there are some orchard-sized apple production areas in eastern Indonesia and vineyards in Bali. In general, quality is low and supplies are inconsistent as management is not very intensive. Due to these problems, 70 percent of production goes to wet markets and 30 percent (selected products) goes to the modern retail outlets, with some limited exports of tropical fruits such as mangosteen, mangoes, pineapple, and rambutan. Watermelons, papaya, melon, and avocado are also available locally. Fruit consumption per capita in 2001 is around 42 kg/year.

## CONSUMER TRENDS AND PATTERNS

- Indonesia's population of over 212 million (2002) is relatively young with more than half the population (62%) is between 10-49 years old. Nearly 60 percent of the population lives on Java and accounts for 60-65 percent of the sales of fast moving consumer goods. Java also has the best infrastructure although urban areas in Sumatera, Bali and Sulawesi are quickly developing.
- About 15 percent, or equal to about 32 million people, are considered to be middle to upper income groups, most of whom live in urban areas: Jakarta, Surabaya, Yogyakarta, Bandung, Medan, Makassar, and Manado
- Consumers are very price conscious and susceptible to economic swings, particularly among the lower income earners.
- Peak consumer spending occurs during the holiday seasons: Ramadan (the month-long Muslim fasting period, Lebaran or Idul Fitri (Muslim celebration of the end of the fasting), Chinese New Year, and Christmas. Indonesians consume significantly greater amounts of imported fresh fruits during these periods.
- The consumer has become increasingly more sensitized to healthy foods and nutritional content.
- Most consumers enjoy sweet and crunchy fruits of medium size (especially for Washington apples). In fact, ***the sweetness of fruit is a key criteria in selection.***
- Consumer preference for local fruit increased during a local fruit season.

## DISTRIBUTION CHANNELS FOR FRESH PRODUCE

In every city there is a *pasar induk* (central wet market) where wholesalers bring inventories to sell either to lower-level distributors or directly to retailers. Besides regular retail outlets, there are also street markets that specialize in fresh fruit. In Jakarta, there are many of these markets that specialize in imported and local fruits, with each street market consisting of 8-15 vendors. These markets play a key role in getting imported fruit, mainly apples, to the mass market, as consumers go to these markets for everyday purchases of local tropical fruit and imported fruit. In addition, many fruit boutiques can be found in major cities. These are high-end outlets operating exclusively for imported fruits, juices, and premium snacks.

In terms of the marketing channels for imports, there are about 40 importers of fresh fruit. Some large chains, such as Hero, Carrefour, Giant and Makro, import directly. In other cases, agents collect orders from several wholesaler/retailers and import on their behalf. Some importers sell to regional distributors, who then resell the fruit to local wholesalers, who then distribute to retailers. Some importers also act as distributors and/or wholesalers. Some U.S. fresh fruit is bought through Singapore and Malaysia-based brokers.

## IMPORT COSTS AND DOCUMENTATION REQUIREMENTS

Imported fruits are subject to 5 percent import duty. The duty is not assessed on the actual invoice price of the fruit; rather, Customs uses a schedule of "check prices" as a proxy for the

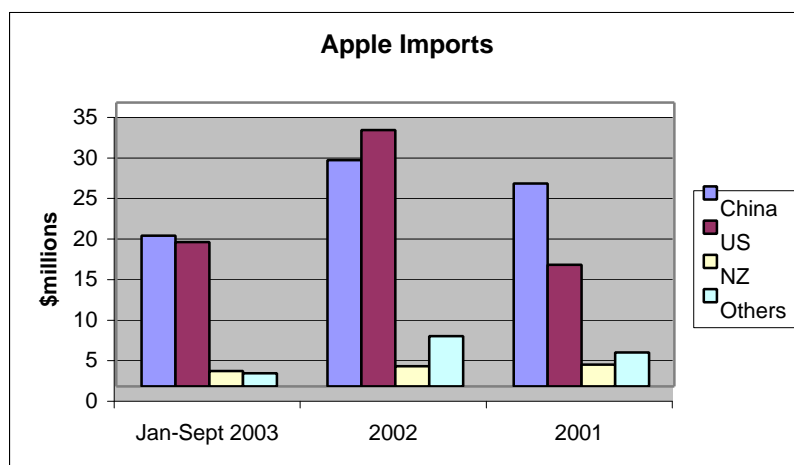
actual price to calculate the duty to be paid. This system sometimes results in higher duties without the actual absolute level of the tariff being increased. The list of check prices are not made public, and the manner in which the check prices are developed is not revealed. While this was not an issue in 2003, they are often implemented in an arbitrary manner. In addition to the five percent duty, a 10 percent value-added tax and 2.5 percent sales tax apply. In addition, quarantine fees are assessed. Of course, terminal handling costs, transportation, and demurrage costs may also apply.

Timely release of the products requires that the following documents be presented 3 days before arrival (taxes are paid 2 days before arrival): B/L, Invoice, Phytosanitary certificate, Packing list, Sales contract/Sales confirmation/Purchase order, bank slip to demonstrate payment, if paying in advance or LC number/copy.

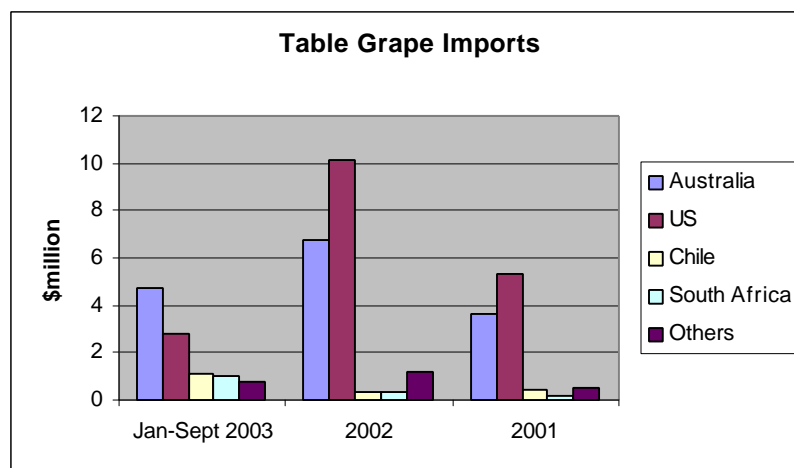
### **CONSTRAINTS TO FURTHER EXPANSION OF U.S. FRUIT EXPORTS**

#### **Strong Competition:**

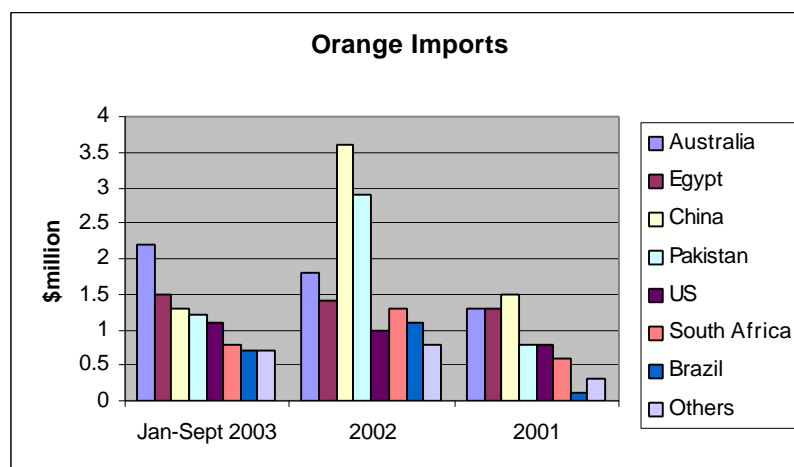
Lower prices from competitors, particularly from China, will have a strong impact on U.S. sales. In an environment where consumers are increasingly price conscientious, price will continue to play an important role. China, once known in the Indonesian market for lower quality fruit, has greatly improved its quality and packaging. U.S. red delicious apple competes directly with the China Fuji apple, which is often half the price of U.S. red delicious. Besides the price difference, customers sometimes exhibit a preference for the taste of Fuji apple compared to red delicious. China's pears have also gained strong position, which is not only offered at a lower price, but is reportedly very sweet and crunchy. Importers report that U.S. pears merit greater promotion to compete with other suppliers. Other important suppliers include South Africa, Brazil, Argentina, Chile, Australia, and Thailand.



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### **Poor Handling and Storage:**

Improper handling, lack of cold storage, shortage of refrigerated transport, and overall poor transportation infrastructure hinders fruit distribution and consumption in Indonesia. Most importers have their own refrigerated warehousing facility, although many deficiencies exist in storage and handling practices. Problems include failure to maintain proper temperatures, humidity, and air circulation; absence of ethylene oxidizers to prevent premature ripening; lack of adherence to industry standards on proper time limits for perishable fruit left in storage, little attempt to optimize stacking parameters, and an almost total absence of automated cold storage inventory control technologies. Handling relies heavily on manual labor, with forklifts and pallets rarely used. Trucking is the main mode of transportation, but refrigerated trucks are limited, meaning much fruit is transported often shipped in un-refrigerated trucks. Inter-island transport to East Indonesia is by ship, although rarely are their cold storage facilities either on board or in the destination ports. Apples, pears, and mandarin are thus the main fruit transported outside of Jakarta and Surabaya given their relative durability. Lack of a more modern cold chain infrastructure is a major constraint to expanded trade in these fruits while it almost totally prohibits trade outside of Jakarta and Surabaya in less durable fruit such as grapes, stone fruits, cherries and strawberries.

In addition, many supermarkets have improper cold storage facilities. Most only utilize refrigerated display equipment. However, inconsistent maintenance procedures mean many of these refrigerated display counters do not maintain proper temperatures. All these factors have contributed to the shorter life for most fruit and contribute to less profitability for the retailer.

### **STRATEGIES TO ENHANCE U.S. SALES**

With consumer demand expected to grow during the 2004 election cycle, fruit sales are forecast to increase 15 percent. Beyond 2004, U.S. fruit Indonesia will continue to remain a strong market for U.S. fruit as the economic and political situations continue to stabilize. To take advantage of these opportunities, U.S. fruit promotions should be focused on peak periods: (Christmas, New Years, Chinese New Year and Moslem New Year). Close attention should be paid to the quality and diversity of available U.S. fruits and fruit varieties. In addition, training for retailers would enhance their merchandising practices. Also, technical training for all players in the distribution channel could assist in overcoming some of the logistical constraints associated with distribution.

### **CONCLUSIONS**

Despite the economic crisis and political upheaval of the past two years, Indonesia remains a strong market for U.S. fresh fruit. U.S. fruit has a seasonal advantage as popular fruit such as apples, stone fruits, table grapes, and navel oranges reach their marketing peak from October to March, which coincides with the major holiday seasons in Indonesia. In addition, U.S. fruits enjoy strong brand awareness and popularity. Nonetheless, China has become a major competitor of U.S. fresh fruits in Indonesia, particularly for apple, pear, and mandarin. Grapes may be in the future. As import regulations on fresh fruit can often be arbitrarily altered in Indonesia, U.S. exporters should be familiar with the requirements and also contact their importer directly to ensure that import requirements are met.

### **POST CONTACT AND FURTHER INFORMATION**

The U.S. Agricultural Trade Office in Jakarta maintains up-to-date information covering food and agricultural import opportunities in Indonesia and would be pleased to assist in facilitating U.S. exporters and entry to the Indonesia market. Question or comments regarding this report should be directed to the U.S. ATO in Jakarta at the following address:

U.S. COMMERCIAL CENTER  
Wisma Metropolitan II, 3<sup>rd</sup> Floor  
Jl. Jend. Sudirman Kav. 29-31  
Jakarta, Indonesia 12920  
Tel: +62-21-526-2850  
Fax: +62-21-571-1251  
e.mail: [atojkt@cbn.net.id](mailto:atojkt@cbn.net.id)  
Homepage: <http://www.usembassyjakarta.org/fas>

Please visit our home page for more information on exporting U.S. food products to Indonesia, including *Exporter Guide: Indonesia*; *Food Processing Sector Report: Indonesia*;

*The Retail Sector Report: Indonesia; Market Brief: Beef Liver & Chicken Leg Quarter; Market Brief: Furniture Industry; Product Brief: Popcorn; and Product Brief: Snack food.*

You also could contact the following address as the Cooperator for Washington Apple Commission, California Table Grape Commission and Oregon-Washington-California Pear Bureau to get more information regarding imported fruit in Indonesia.

PEKA CONSULT  
Jl. Kemang Raya No. 1  
Jakarta, Indonesia 12160  
Tel: +62-21-721-1358  
Fax: +62-21-721-1357  
e-mail: peka@indo.net.id

For more information on exporting U.S. agricultural products to other countries, please visit the Foreign Agricultural Service's Home Page: <http://www.fas.usda.gov>



**APPENDIX I:****Fresh Fruit: Indonesian import**

Central Statistic Agency

HS Code	Description	2003 (Jan-Sept) (value USD)		2002 (value USD)		2001 (value USD)	
		World	US origin	World	US origin	World	US origin
080410100	Dates Fresh	837,033	381	2,588,826	18,705	2,047,000	14,647
080420100	Figs Fresh	99,820	0	279,316	7,715	486,687	201
080430000	Pineapple Fresh or Dried	1,236	-	283	-	212	-
080440000	Avocado Fresh or Dried	31,460	0	164,334	61	27,757	985
080450100	Guavas Fresh or chilled	468	-	18,958	-	10,724	-
080450200	Mangoes Fresh or Chilled	214,874	674	172,062	1,001	130,533	135
080450300	Mangoes Fresh or Chilled	0	-	1,644	-	606	-
<b>080510100</b>	<b>Oranges Fresh</b>	9,573,047	<b>1,084,418</b>	13,838,883	<b>984,463</b>	6,584,428	<b>797,092</b>
<b>080520110</b>	<b>Mandarin Fresh</b>	24,997,015	<b>130,168</b>	35,802,276	<b>112,893</b>	32,245,490	<b>146,676</b>
<b>080520910</b>	<b>Mandarin Fresh</b>	1,099,263	18,840	1,012,424	13,336	1,040,877	54,781
080520920	Clementines, Wilkings Dried	46,115	-	219,158	-	44,767	-
<b>080610000</b>	<b>Grapes Fresh</b>	10,479,387	<b>2,811,469</b>	18,640,054	<b>10,071,662</b>	10,031,898	<b>5,315,807</b>
<b>080620000</b>	<b>Grapes Dried</b>	678,878	<b>127,820</b>	927,353	<b>186,747</b>	463,336	<b>156,251</b>
080711000	Watermelons Fresh	19,900,179	19,542	19,542	-	41,782	-
080719000	Other Melons Fresh	197,962	480	238,897	1,724	157,580	35,946
080720000	Papayas Fresh	52	-	0	-	998	-
<b>080810000</b>	<b>Apples Fresh</b>	39,836,579	<b>17,762,866</b>	68,342,526	<b>31,633,189</b>	47,009,752	<b>25,045,098</b>
<b>080820000</b>	<b>Pears, and Quinces Fresh</b>	21,346,496	<b>240,126</b>	40,171,753	<b>247,985</b>	26,285,551	<b>175,113</b>
080910000	Apricots Fresh	18,457	5,279	66,925	7,050	30,656	2,689
080920000	<b>Cherries Fresh</b>	53,680	41,822	94,327	15,547	52,704	34,139

080930000	<b>Peaches, including Nectarine Fresh</b>	122,151	40,521	83,822	20,309	51,544	3,249
080940000	<b>Plums and Sloes Fresh</b>	170,624	<b>72,926</b>	268,232	<b>197,230</b>	163,812	<b>55,296</b>
081010000	Strawberries Fresh	248,350	13,984	78,113	9,728	46,022	3,212
081020000	Raspberries, Blackberries, Mulberries and Longanberries Fresh	371,584	22,057	980,880	51,564	234,899	123
081030000	Black, White or Red Currants and Goosberries Fresh	129,426	31,131	890	26	14,414	13,429
081040000	Cranberries, Bilberries and other fruits of the genus Vaccinium	138,481	32	4,215	95	7,233	0
081050000	Kiwifruit Fresh	953,063	5,942	491,836	1,890	316,825	638
081090120	Durian Fresh	2,605,390	-	10,072,842	-	4,055,059	-
081090130	Langsat/Duku Fresh	0	-	40,939	180	1,306	-
081090150	Rambutan Fresh	1,702	-	1,776	-	1,702	-
081090190	Other tropical fruit Fresh	9,296,954	813	14,894,495	11,456	7,705,234	11,311
081090900	Other fruit Fresh	1,228,847	1,259	1,361,392	129	248,211	10,483

**APPENDIX II:**  
**Country of origin**  
 Central Statistic Agency

HS Code	Description	Major Suppliers (value USD)		
		2003	2002	2001
080410100	Dates Fresh	Iran (45%), Egypt (26%), United Arab Emirates (16%), Others (13%)	Iran (47%), Egypt (28%), United Arab Emirates (16%), Others (9%)	United Arab Emirates (33%), Egypt (32%), Iran (24%), Others (11%)
080420100	Figs Fresh	Tunisia (39%), Egypt (26%), Iran (22%), Thailand (10%), Others (3%)	Egypt (37%), Iran (36%), (25%), Others (12%)	Iran (36%), Egypt (25%), United Arab Emirates (24%), Tunisia (9%), Others (6%)
080430000	Pineapple Fresh or Dried	Australia (100%)	Singapore (64%), Thailand (24%), Australia (12%)	Singapore (63%), Australia (37%)
080440000	Avocado Fresh or Dried	Australia (88%), Japan (11%), Others (1%)	Australia (98%), Others (2%)	Australia (96%), Others (4%)
080450100	Guavas Fresh or chilled	Thailand (73%), Malaysia (27%)	Thailand (85%), China (15%)	Thailand (100%)
080450200	Mangoes Fresh or Chilled	Thailand (79%), Taiwan (10%), Others (11%)	Thailand (72%), Pakistan (17%), Others (11%)	Thailand (69%), Pakistan (22%), Others (9%)
080450300	Mangoesteens Fresh or Chilled	-	Thailand (100%)	Thailand (100%)
<b>080510100</b>	<b>Oranges Fresh</b>	Australia (23%), Egypt (16%), China (14%), Pakistan (13%), <b>US (11%)</b> , South Africa (8%), Brazil (7%), Others (8%)	China (26%), Pakistan (21%), Australia (13%), Egypt (10%), South Africa (9%), Brazil (8%), <b>US (7%)</b> , Others (6%)	China (22%), Australia (20%), Egypt (20%), <b>US (12%)</b> , Pakistan (12%), South Africa (9%), Others (5%)
<b>080520110</b>	<b>Mandarin Fresh</b>	China (66%), Pakistan (27%), Others (7%)	China (47%), Pakistan (27%), Australia (13%), Brazil (9%), Others (4%)	Pakistan (43%), China (39%), Australia (10%), Others (8%)
<b>080520910</b>	<b>Mandarin Fresh</b>	Pakistan (74%), China (18%), Others (8%)	China (55%), Pakistan (11%), Others (33%)	Egypt (41%), South Africa (28%), Australia (10%), Others (21%)
080520920	Clementines, Wilkings Dried	China (57%), South Africa (36%), Others (7%)	Australia (45%), China (38%), Pakistan (17%)	China (32%), Pakistan (25%), Brazil (23%), Others (20%)

080610000	Grapes Fresh	Australia (45%), <b>US (27%)</b> , Chile (10%), South Africa (10%), Others (8%)	<b>US (54%)</b> , Australia (37%), Others (9%)	<b>US (53%)</b> , Australia (36%), Others (11%)
080620000	Grapes Dried	China (21%), <b>US (19%)</b> , South Africa (15%), Turkey (15%), Iran (12%), Others (18%)	China (24%), <b>US (20%)</b> , Turkey (18%), South Africa (13%), Iran (9%), Others (16%)	US (34%), Turkey (33%), Iran (8%), China (8%), Others (17%)
080711000	Watermelons Fresh	Australia (45%), China (29%), NZ (25%), Others 1%	Australia (99%), Others (1%)	Australia (96%), Others (4%)
080719000	Other Melons Fresh	Vietnam (73%), China (12%), Australia (10%), Others (5%)	Vietnam (43%), Japan (29%), Australia (21%), Others (7%)	Vietnam (36%), Australia (30%), <b>US (23%)</b> , Others (11%)
080720000	Papayas Fresh	Malaysia (100%)	-	Australia 100%
080810000	Apples Fresh	China (47%), <b>US (45%)</b> , NZ (5%), Others (3%)	China (46%), <b>US (41%)</b> , France (4%), NZ (4%), Others (5%)	<b>US (48%)</b> , China (37%), NZ (6%), France (3%), Canada (3%), Others (3%)
080820000	Pears, and Quinces Fresh	China (87%), Australia (6%), Others (7%)	China (89%), Australia (6%), Others (5%)	China (88%), Australia (7%), Others (5%)
080910000	Apricots Fresh	China (40%), <b>US (29%)</b> , Australia (28%)	Thailand (50%), Pakistan (31%), <b>US (11%)</b> , Australia (8%)	China (71%), <b>US (9%)</b> , Australia (6%), Others (14%)
080920000	Cherries Fresh	<b>US (78%)</b> , Australia (13%), NZ (5%), France (4%)	China (53%), Australia (30%), <b>US (16%)</b> , Others (1%)	<b>US (65%)</b> , Australia (34%), Others (1%)
080930000	Peaches, including Nectarine Fresh	Australia (37%), <b>US (33%)</b> , China (29%), Others (1%)	Pakistan (39%), <b>US (24%)</b> , Australia (23%), Others (14%)	China (56%), Australia (36%), US (6%), Others (2%)
080940000	Plums and Sloes Fresh	Australia (44%), <b>US (43%)</b> , Chile (8%), Others (5%)	<b>US (74%)</b> , Australia (23%), Others (3%)	Australia (62%), <b>US (34%)</b> , Others (4%)
081010000	Strawberries Fresh	Thailand (83%), China (6%), <b>US (6%)</b> , France (5%)	China (44%), Thailand (27%), <b>US (12%)</b> , France (8%), Australia (8%), Others (1%)	China (61%), Australia (22%), <b>US (7%)</b> , France (7%), Others (3%)
081020000	Raspberries, Blackberries, Mulberriesand	Thailand (85%), <b>US (6%)</b> , NZ (6%), Others	Thailand (82%), Austria (12%), <b>US (5%)</b> ,	Thailand (95%), Others (5%)

	Longanberries Fresf	(3%)	Others (1%)	
081030000	Black, White or Red Currants and Goosberries Fresh	Thailand (76%), <b>US (24%)</b>	NZ (71%), Taiwan (18%), Australia (8%), Others (3%)	<b>US (93%)</b> , Australia (6%), Others (1%)
081040000	Cranberries, Bilberries and other fruits of the genus Vaccinium	Thailand (99%), Others (1%)	Netherlands (68%), Australia (29%), Others (3%)	Netherlands (76%), Australia (18%), Others (6%)
081050000	Kiwifruit Fresh	Thailand (48%), Italy (20%), Australia (12%), NZ (9%), Others (11%)	NZ (56%), Australia (21%), Italy (16%), Others (7%)	NZ (67%), Australia (21%), Others (12%)
081090120	Durian Fresh	Thailand (99%), China (1%)	Thailand (96%), Others (4%)	Thailand (99%), Others (1%)
081090130	Langsat/Duku Fresh	-	Thailand (98%), Others (2%)	China (100%)
081090150	Rambutan Fresh	Thailand (100%)	Thailand (100%)	Thailand (100%)
081090190	Other tropical fruit Fresh	Thailand (99%), Others (1%)	Thailand (98%), Others (2%)	Thailand (98%), Others (2%)
081090900	Other fruit Fresh	Thailand (85%), China (9%), Others (6%)	Thailand (72%), China (22%), Others (6%)	Thailand (77%), South Korea (6%), <b>US (4%)</b> , Others (13%)

## APPENDIX III

## Indonesian Custom Tariff 2004:

HS Code	Description	Tariff (%)		
		Import Duty	VAT	Luxury Tax
080410100	Dates Fresh	5	10	-
080420100	Figs Fresh	5	10	-
080430000	Pineapple Fresh or Dried	5	10	-
080440000	Avocado Fresh or Dried	5	10	-
080450100	Guavas Fresh or chilled	5	10	-
080450200	Mangoes Fresh or Chilled	5	10	-
080450300	Mangoosteens Fresh or Chilled	5	10	-
<b>080510100</b>	<b>Oranges Fresh</b>	5	10	-
<b>080520110</b>	<b>Mandarin Fresh</b>	5	10	-
<b>080520910</b>	<b>Mandarin Fresh</b>	5	10	-
080520920	Clementines, Wilkings Dried	5	10	-
<b>080610000</b>	<b>Grapes Fresh</b>	5	10	-
<b>080620000</b>	<b>Grapes Dried</b>	5	10	-
080711000	Watermelons Fresh	5	10	-
080719000	Other Melons Fresh	5	10	-
080720000	Papayas Fresh	5	10	-
<b>080810000</b>	<b>Apples Fresh</b>	5	10	-
<b>080820000</b>	<b>Pears, and Quinces Fresh</b>	5	10	-
080910000	Apricots Fresh	5	10	-
080920000	<b>Cherries Fresh</b>	5	10	-
080930000	<b>Peaches, including Nectarine Fresh</b>	5	10	-
080940000	<b>Plums and Sloes Fresh</b>	5	10	-
081010000	Strawberries Fresh	5	10	-
081020000	Raspberries, Blackberries, Mulberriesand Longanberries Fresf	5	10	-
081030000	Black, White or Red Currants and Goosberries Fresh	5	10	-
081040000	Cranberries, Bilberies and other fruits of the genus Vaccinium	5	10	-
081050000	Kiwifruit Fresh	5	10	-
081090120	Durian Fresh	5	10	-
081090130	Langsat/Duku Fresh	5	10	-
081090150	Rambutan Fresh	5	10	-
081090190	Other tropical fruit Fresh	5	10	-
081090900	Other fruit Fresh	5	10	-

**APPENDIX IV:****Quarantine Fees on Agricultural Products (quote only for fruit products)****(Government Regulation No. 7/2004 – Dated February 11, 20024)**

Type of Government non-tax Revenue - Plant Quarantine Service			Unit	Fees (IDR)
				Import
Inspection	Life Plant and seeds	Fruits	Per kg	450
	Plant Products (non-seeds)	Fresh Fruits	Per kg	10
	Processed/Unprocessed Plan Product	Bark, Leaves, Dried Flowers, Fruits	Per kg	5
Isolation and Observation	Life Plant and Seeds	Vegetable, Fruits	Per kg	(50,000) 100
Treatment	Physical	Cold	Per cubic M	-
		Heat Vapour	Per cubic M	-
		Water Soaked	Per kg Per Piece	1,000 (-) 100
		Irradiation	Per cubic M	(100) -
	Chemical	Fumigation	Per cubic M	7,500
		Spraying	Per cubic M	1,000
		Water Immersed	Per piece Per kg	500 1,000
		Powdered	Per kg	5,000
	Mechanical	Washing	Per kg Per cubic M	250 500
Qrnt Treatment Inspection	Per Serv/Pers			10,000
Laboratory Test Incl. Biotechnology	Per sample			10,000-100,000
Documentation of Quarantine Action	Per Pc of Form			5,000
Quarantine Facilities Utilization	Glass/Screened House	Per cubic M per day		50
	Warehouse	Per cubic M per day		25
	Incinerator	Per cubic M		10,000
	Quarantine Plot	Per square M per day		25

**APPENDIX V:****Maximum Level of Pesticide Residues on Agricultural Products****Join Decree: Ministry of Health and Ministry of Agriculture****No. 881/Min.Health/Joint Decree/VIII/1996 and 711/Decree/Tp. 270/8/96****(Quote only for selected fruits product)**

No.	Pesticide	Commodity	Maximum level (mg/kg)
1	Aldicarb	citrus	0.2
		pineapple	0.5
		banana	0.5
2	Aldrin	fruits	0.05
3	Amitraz	cherries	0.5
		oranges	0.5
		peach	0.5
		pome	0.5
4	Acephate	oranges	5
5	Azinphos methyl	grapes	4
		fruits	1
		citrus	2
		kiwifruit	4
		melon	2
		peach	4
6	Benalaxyl	grapes	0.2
		melon	0.1
7	Bendiocarb	pome	0.02
8	Benomyl	avocado	0.5
		grapes	10
		apple	5
		citrus	10
		mango	2
		melon	2
		pineapple	20
		banana	1
9	Binapcyl	grapes	0.5
		apple	0.5
		cherries	0.5
		pear	0.5
		peach	1
		plum	0.3
10	Bitertanol	apple	2
		cherries	2
		banana	0.5
		pome	2
		plum	2
11	Anorganik Bromide	avocado	75
		grapes	100
		strawberry	30
		Fruits (dry)	30
		oranges	30
12	Bromopropylate	grapes	5
		apple	5



		strawberry	5
		cherries	5
		citrus	5
		pear	5
		Peach	5
		banana	5
		plum	5
13	2-4 - D	strawberry	0.1
		citrus	2
14	DDT	fruits (except grapes)	1
15	Deltamethrin	grapes	0.05
		apple	0.05
		strawberry	0.05
		oranges	0.05
		kiwifruit	0.05
		melon	0.01
		pineapple	0.01
		peach	0.05
		banana	0.05
		pome	0.1
16	Diazinon	fruits	0.5
		citrus	0.7
		peach	0.7
17	(1-2-Dibromo ethane)	fruits	0.1
		citrus	0.5
18	Dieldrin	fruits	0.05
19	Diphenyl	citrus	110
20	Diphenylamine	apple	5
21	Diflubenzuron	apple	1
		citrus	1
		pear	1
		plum	1
22	Dichlofluanid	grapes	15
		apple	5
		strawberry	10
		pear	5
23	Dicloran	grapes	10
		apricot	10
		strawberry	10
		cherries	15
		peach	15
		plum	10
24	Dichlorvos	fruits	0.1
25	Dicofol	strawberry	1
		fruits	5
26	Dimethlpln	melon	1
		pineapple	1
		pear	3
		peach	3
		banana	1
		plum	1
27	Dodine	grapes	5

		apple	5
		strawberry	5
		cherries	2
		pear	5
28	Endosulfan	fruits	2
		cherries	1
29	Endrin	apple	0.02
30	Ethaphon	grapes	10
		apple	5
		strawberry	5
		cherries	10
		mandarin	0.5
		pineapple	2
		watermelon	2
31	Ethlofencarb	apple	5
		apricot	5
		cherries	10
		pear, plum	5
		peach	5
32	Ethlon	grapes	2
		apple	2
		apricot	0.1
		strawberry	2
		cherries	0.1
		citrus	2
		melon	2
		pear	2
		peach	1
33	Ethoxyquine	apple	3
		pear	3
34	Ethoprophos	grapes	0.2
		strawberry	0.2
		melon	0.2
		pineapple	0.2
		banana	0.2
35	Etrimfos	grapes	0.2
		apple	1
		apricot	0.05
		cherries	0.01
		peach	0.05
		plum	0.2
36	Fenamiphos	grapes	0.1
		citrus	0.5
		kiwifruit	0.05
		melon	0.05
		pineapple	0.05
		banana	0.1
37	Fenbutatin oxide	grapes	5
		apple	5
		strawberry	3
		citrus	5
		melon	1

		pear	5
		peach	7
		plum	3
38	Fenitrothlon	grapes	0.5
		apple	0.5
		strawberry	0.5
		cherries	0.5
		citrus	2
		pear	0.5
		peach	1
39	Fensulfothlon	pineapple	0.05
		banana	0.02
40	Fenthion	grapes	0.5
		apple	2
		strawberry	2
		cherries	2
		citrus	2
		pear	2
		peach	2
		banana	1
		plum	1
41	Fenthoate	citrus	1
42	Fenvalerate	strawberry	1
		cherries	2
		citrus	2
		kiwifruit	5
		melon	0.2
		peach	5
		pome	2
		watermelon	0.5
43	Flucythrinate	grapes	1
		peach	0.5
		pome	0.5
44	Folpet	grapes	25
		apple	10
		strawberry	20
		cherries	15
		citrus	10
		melon	2
45	Formothion	citrus	0.2
46	Phosalone	grapes	5
		apple	5
		strawberry	1
		cherries	10
		citrus	1
		pear	2
		peach	5
		plums	5
47	Phosphamidon	apple	0.5
		strawberry	0.2
		cherries	0.2
		citrus	0.4

		melon	0.1
		pear	0.5
		plums	0.2
		watermelon	0.1
48	Phosmet	grapes	10
		apple	10
		apricot	5
		strawberry	10
		citrus	5
		kiwifruit	15
		nectarine	5
		pear	10
		peach	10
49	Glyphosate	kiwifruit	0.1
50	Guazaline	citrus	5
		melon	5
		pineapple	0.1
51	Heptachlor	citrus	0.01
		pineapple	0.01
52	Hydrogen phosphide	fruits (dry)	0.01
53	Imazalil	strawberry	2
		citrus	5
		persimmon	2
		banana	2
		pome	5
54	Iprodione	grapes	10
		apple	10
		strawberry	10
		kiwifruit	5
		pear	10
		peach	10
		plum	10
55	Ispfenphos	citrus	2
		banana	0.02
56	Captafol	apple	5
		melon	2
		pineapple	10
57	Captan	grapes (dry)	5
		apple	25
		strawberry	20
		citrus	15
		pear	25
		peach	15
58	Carbaryl	grapes	5
		apple	5
		strawberry	7
		cherries	10
		citrus	7
		kiwifruit	10
		melon	3
		nectarine	10
		pear	5

		peach	10
		banana	5
59	Carbendazim	avocado	0.5
		mango	2
		melon	2
		banana	1
60	carbophenotlon	apple	1
		apricot	1
		citrus	2
		nectarine	1
		pear	1
		peach	1
61	Carbofuran	strawberry	0.1
		pear	0.1
		banana	0.1
62	Carbosulfan	citrus	2
63	Cartap	grapes	1
64	Chlornomethlonal	avocado	0.1
		grapes	0.1
		apple	0.2
		strawberry	0.2
		citrus	0.5
		persimmon	0.05
		melon	0.1
		papaya	5
		watermelon	0.02
65	Clofentezine	grapes	0.2
		strawberry	2
		peach	0.2
		pome	0.5
66	Chlordane	strawberry	0.05
		fruits	0.02
		pomegranate	0.02
		guava	0.005
		citrus	0.02
		mango	0.05
		melon	0.05
		pineapple	0.05
		papaya	0.05
		banana	0.05
67	Chlorfenvinphos	citurs	1
68	Chlormequat	grapes	1
		pear	3
69	Chlorobenzilate	grapes	2
		apple	5
		citrus	1
		melon	1
		pear	2
70	Chlorothalonil	strawberry	10
		citrus	5
		melon	5
		banana	0.2

		watermelon	10
71	Chlorphyrflos	grapes	1
		apple	1
		citrus	0.3
72	Chlorpyrfos methyl	apple	0.5
		kiwifruit	2
		pear	0.5
73	Lindane	grapes	0.5
		apple	0.5
		strawberry	3
		cherries	0.5
		pear	0.5
		plum	0.5
74	Malathion	grapes	8
		apple	2
		strawberry	1
		fruit (dry)	8
		citrus	4
		pear	0.5
		plum	8
75	Manvinphos	avocado	0.2
		grapes	0.5
		apple	0.5
		strawberry	1
		citrus	0.2
		melon	0.05
		pear	0.2
76	Mecarbam	citrus	2
77	Metalaxyl	avocado	0.2
		grapes	1
		apple	0.05
		strawberry	0.2
		citrus	5
		melon	0.2
		watermelon	0.2
78	Methamidophos	citrus	0.5
		melon	0.5
		watermelon	0.05
79	Methldathlon	avocado	0.2
		grapes	0.2
		apple	0.5
		oranges	2
		pear	0.5
		plum	0.2
80	Methlocarb	strawberry	0.05
		citrus	0.05
81	Methomyl	grapes	5
		apple	2
		citrus	1
		melon	0.2
		pineapple	0.2
		watermelon	0.2

82	Monocrotophos	apple	1
		citrus	0.2
		pear	1
83	Oxamyl	apple	2
		citrus	5
		melon	2
		pineapple	1
		banana	0.2
		watermelon	2
84	Omethoate	strawberry	1
85	Ortho-phenylphenol	apple	25
		cherries	3
		citrus	10
		nectarine	3
		pineapple	10
		pear	25
		peach	20
		plum	15
86	Paclobutrazol	apple	0.5
		peach	0.05
87	Parathlon	apricot	1
		fruits	5
		citrus	1
		peach	1
88	Parathlon-methyl	fruits	0.2
		melon	0.2
		watermelon	0.2
89	Permethrin	grapes	2
		strawberry	1
		citrus	0.5
		kiwifruit	2
		melon	0.1
		peach	2
		pome	2
90	Piperonyl butoxide	fruits (dry)	8
91	Pyrethrine	fruits (dry)	1
92	PirImiphos-methyl	apple	2
		strawberry	1
		cherries	2
		citrus	2
		kiwifruit	2
		pear	2
		plum	2
93	Pirimicarb	strawberry	0.5
		citrus	0.05
		peach	0.5
		plum	0.5
94	Prochloraz	avocado	5
		oranges	5
		mango	2
		papaya	1
		peach	0.05

		banana	5
95	Propamocarb	strawberry	0.1
96	Propargite	grapes	10
		apple	5
		apricot	7
		strawberry	7
		citrus	5
		pear	5
		peach	7
		plum	7
97	Propiconazole	grapes	0.05
		mango	0.05
		peach	1
		banana	0.1
98	Propoxur	apple	3
		strawberry	3
		pear	3
99	Quintozone	banana	1
100	Cyhalothrin	pome	0.2
101	Cyhexalin	grapes	0.2
		apple	2
		strawberry	0.5
		citrus	2
		melon	0.5
		pear	2
		watermelon	0.5
102	Cypermethrin	grapes	1
		strawberry	0.5
		cherries	1
		citrus	2
		nectarine	2
		peach	2
		pome	2
		plum	1
103	2,4,5-T_	apple	0.05
		apricot	0.05
104	Terbufos	banana	0.05
105	Thlabendazole	apple	10
		strawberry	3
		citrus	10
		pear	10
		banana	3
106	Thlophanate methyl	grapes	10
		apple	5
		strawberry	5
		citrus	10
		pear	5
		banana	1
		plum	2
107	Thiometon	grapes	0.5
		apple	0.5
		apricot	0.5



		strawberry	0.5
		cherries	0.5
		pear	0.5
		plum	0.5
108	Tolyfluanid	strawberry	3
		pome	5
109	Triadimefon	grapes	2
		apple	0.5
		strawberry	0.2
		citrus	2
		mango	0.1
		melon	0.5
		pineapple	3
		banana	2
		pome	0.5
110	Triazofos	pomegranate	0.2
		citrus	2
		banana	2
111	Triforine	apple	2
		strawberry	1
		cherries	2
		peach	5
		plum	2
112	Trichlorfon	grapes	0.5
		apple	2
		strawberry	1
		cherries	0.1
		citrus	0.1
		banana	1
113	Vamidothlon	grapes	0.5
		peach	0.5
114	Vinclozolin	grapes	5
		strawberry	5
		cherries	5
		kiwifruit	10
		melon	1
		peach	5
		pome	1

## APPENDIX VI:

INDONESIA: U.S. EXPORTS OF FRESH FRUIT	
Year	US\$1,000
1989	\$101
1990	\$2,047
1991	\$6,319
1992	\$13,443
1993	\$16,107
1994	\$25,102
1995	\$39,073
1996	\$44,463
<b>1997</b>	<b>\$49,247 /1</b>
1998	\$4,943
1999	\$18,043
2000	\$24,356
2001	\$29,483
2002	\$33,253
2003	\$31,444
/1 Highest export level since at least 1970	

FATUS